

Message Text

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PAGE 01 SANTIA 07904 262256Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
-----036089 270401Z /11
R 261733Z SEP 77
FM AMEMBASSY SANTIAGO
TO USDOC WASHDC
INFO SECSTATE WASHDC 6618

UNCLAS SANTIAGO 7904

E.O. 11652: N/A
TAGS: BBSR, CI
SUBJECT: WTDR'S PENDING

REF: A) USDOC 01781; B) USDOC 17865; C) SANTIAGO 7882

1. THIS EMBASSY SHARES USDOC CONCERN WITH THE BUILD-UP
IN WTDR REQUESTS PENDING OVER 30 DAYS, A BACKLOG UNIQUE
FOR SANTIAGO IN RECENT YEARS. THE FOLLOWING FACTORS HAVE CAUSED
THIS SITUATION TO DEVELOP:

A) ABOUT A 25 PERCENT INCREASE IN THE NUMBER OF WTTDR'S
REQUESTED IN 1977. IN CY 1976 WE SUBMITTED 244 WTDR'S.
SO FAR, IN LESS THAN THREE QUARTERS OF 1977, WE HAVE
SUBMITTED 214. (AS AN EXAMPLE OF RENEWED U.S. BUSINESS
INTEREST IN CHILE, USDOC 01781 WAS IMMEDIATELY FOLLOWED
BY REF B WHICH ADDS 15 NEW WTDR REQUESTS TO OUR PENDING,
A CURRENT TOTAL OF 51 BY OUR RECORDS.)

B. THE EXTENDED ILLNESS OF ONE OF OUR THREE COMMERCIAL
ASSISTANTS AND THE NEARLY FULL-TIME DEMANDS ON ANOTHER
AS MANAGER OF THE EMBASSY SPONSORED U.S. PRODUCT
EXHIBITION IN FISA NEXT MONTH.

C. TWO USDOC TRADE MISSIONS IN THE PAST TWO MONTHS WHICH
LEVIED ADDITIONAL WORK ON THE ENTIRE E/C STAFF, PLUS ADDITIONAL
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DEMANDS ON THE SECTION DUE IN LARGE MEASURE TO THE PROMISING
CHILEAN ECONOMIC RECOVERY AND NEW COMMERCIAL OPPORTUNITIES HERE
FOR AMERICAN BUSINESS.

2. DESPITE THE INCREASED COMMERCIAL WORKLOAD ON ALL FRONTS,
NOT ONLY WTDR'S, THE WTDR BACKLOG WOULD NOT HAVE DEVELOPED HAD
WE NOT BEEN FORTUNATE ENOUGH TO HAVE ONE OF OUR KEY CHILEAN

EMPLOYEES SELECTED FOR THE FSL COMMERCIAL SPECIALISTS TRAINING COURSE IN THE UNITED STATES DURING MAY AND JUNE OF THIS YEAR. AT THE TIME SHE LEFT, WE WERE CURRENT. WE "LOST" ABOUT TWO PERSON MONTHS OF WTDR AND OTHER WORK OUTPUT AS A RESULT, BUT WE BELIEVE THIS WAS A NEGLIGIBLE PRICE FOR WHAT WE GAIN IN THE LONGER RUN IN TERMS OF CAREER DEVELOPMENT AND A BROADENED UNDERSTANDING AND CONTRIBUTION TO THIS POST'S TRADE EXPANSION EFFORTS.

3. BECAUSE OF THE CLEARLY INCREASING COMMERCIAL WORKLOAD, AND THE OBVIOUS NEED TO EXPAND OUR PRODUCTION WITHIN THE STAFF CEILING, WE HAVE RECENTLY TRANSFERRED THE COMMERCIAL LIBRARY FROM THE EMBASSY TO THE BINATIONAL CENTER LIBRARY WHERE IT IS STAFFED BY PROFESSIONAL LIBRARIANS, IS MORE ACCESSIBLE TO THE BUSINESS USERS, AND IS OPEN LONGER HOURS. THIS TRANSFER SHOULD NOT ONLY PROVIDE BETTER COMMERCIAL LIBRARY SERVICES TO BUSINESSMEN, BUT IT WILL ALSO FREE OVER ONE-HALF PERSON YEAR FOR MORE SUBSTANTIVE COMMERCIAL WORK, SUCH AS WTDR'S. NONE OF THIS LATTER BENEFIT HAS YET BEEN REALIZED, HOWEVER, DUE TO THE ILLNESS OF THE COMMERCIAL ASSISTANT WHO HAS HAD THE COMMERCIAL LIBRARY DUTIES.

4. ONE OF OUR INTERIM MEASURES TO KEEP THE WJR'S FLOWING AT AN INCREASED RATE HAS BEEN GENEROUS ADMIN APPROVAL OF OVERTIME. IN ADDITION, AID HAS AGREED TO PROVIDE THE SERVICES OF A FORMER COMMERCIAL SECTION EMPLOYEE FOR THE WEEK OF SEPTEMBER. UNCLASSIFIED

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BER 26. THE OFFICE OF THE AGRICULTURAL ATTACHE IS PROVIDING SOME SECRETARIAL ASSISTANCE. THANKS TO THIS COOPERATION, WE HOPE TO ELIMINATE THE OVERDUE WTDR BACKLOG BY THE END OF THE MONTH.

5. KEEPING CURRENT, AS IN THE PAST, WILL REMAIN OUR OBJECTIVE. USDOC IS WELL AWARE, HOWEVER, THAT THE POTENTIAL WTDR DEMAND IS PRACTICALLY UNLIMITED, FOR SANTIAGO OR ANY POST. OUR STAFF TIME, ON THE OTHER HAND, REMAINS LIMITED TO WHAT WE HAVE AND WTDR'S, AS IMPORTANT AS THEY ARE TO U.S. EXPORTERS, ARE ONLY ONE OF SEVERAL COMMERCIAL PRIORITIES, REQUIREMENTS AND OPPORTUNITIES. IF THE WTDR INFLOW CONTINUES TO INCREASE, WE COULD KEEP CURRENT AT ALL TIMES ONLY AT SOME EXPENSE TO OTHER IMPORTANT COMMERCIAL SERVICES AND REPORTING.

6. THE STATUS OF THE TWO WTDR'S LISTED IN REF A WAS COVERED IN SANTIAGO 7882.
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Message Attributes

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